

Message Text

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INFO OCT-01 EA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM:OED:DEPD:BILL CORFITZEN:JW

APPROVED BY EB/OCA/CM/EMCKEON

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TO AMCONSUL AUCKLAND PRIORITY

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E.O. 11652: N/A

TAGS: 0TRA; 0EXP; NZ

SUBJECT: FOREIGN BUYER PROGRAM: VISIT OF BARRY CLAUSEN

REF: A) AUCKLAND T-108, 0) AUCKLAND T-123

1. FOREIGN BUYER PROGRAM STAFF LOOKING FORWARD ASSISTING CLAUSEN IN WASHINGTON, D.C. NEXT MONTH. PROJECT OFFICERS BILL CORFITZEN AND PAT CASEY WILL BE AVAILABLE SEE CLAUSEN. THEY MAY BE CONTACTED ON (202) 967-2068.

2. WHEN CONTACTED AGAIN, U.S. SUPPLIERS INDICATED STRONG INTEREST MEETING WITH CLAUSEN. THESE FIRMS CONFIDENT THEY CAN SATISFY CLAUSEN'S REQUIREMENTS AS THEY HAVE REPORTED IN PREVIOUS CORRESPONDENCE WITH HIM.

3. WE APPRECIATE MR. CLAUSEN'S PREFERENCE FOR ONE MACHINE MANUFACTURER WHO CAN SUPPLY ALL ROLL FORMING MACHINES, TOOLS, DIES, AND COMPONENTS TO PRODUCE A COMPLETE RAIN CARRYING SYSTEM WHILE AVOIDING MIDDLEMEN AND LICENSING AGREEMENTS. SUGGESTED U.S. SUPPLIERS WILLING EXPLORE SUCH AN ARRANGEMENT WITH CLAUSEN. LIST OF UNCLASSIFIED

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RECOMMENDED CONTACTS INCLUDE:

MR. VERNON SWEET, OWNER, GETTERMA.ER ALUMCO INC.,
5353 STICKNEY AVENUE, TOLEDO, OHIO 43612, (419) 726-5502;
MR. GORDON OSOECK, PIERSON ROLLER DIE, INC., 19191 175TH
AVENUE, SPRING LAKE, MICHIGAN 49456, (616) 842-2010;
MR. CARL GRANZOW, PRESIDENT, TISHKEH PRODUCTS COMPANY,
13010 WEST EIGHT MILE ROAD, DETROIT, MICHIGAN 48237,
(313) 399-9200; MR. JOHN HOLLAND, ARTOS ENGINEERING
COMPANY, 1565U WEST LINCOLN AVENUE, NEH BERLIN, WISCONSIN
53151, (414) 782-3300.

4. SUGGEST THAT MR. CLAUSEN MAY NOT, REPEAT NOT, WISH
MEET WITH FOLLOWING FIRMS FOR REASONS STATED.

--- MR. EDWARD KEERR
--- WOLVERINE ALUMINUM CORPORATION
--- 1650 HOWARD STREET
--- LINCOLN PARK, MICHIGAN 49456
--- (313) 928-7171 OR (313) 386-0800

N.O. THIS FIRM IS A FABRICATOR ONLY. ALTHOUGH IT COULD
SELL SOME USED EQUIPMENT, WOLVERINE SUGGESTS THAT
MR. CLAUSEN VISIT TISHKIN FOR NEW CAPITAL EQUIPMENT.
WOLVERINE WOULD BE AGREEABLE TO A PLANT VISIT.

--- MR. DAVE KOSTOWSKI, PRODUCTION MANAGER
--- PIONEER ENGINEERING (AND MANUFACTURING) COMPANY
--- 25 EAST NINE MILE ROAD
--- WARREN, MICHIGAN 48091
--- (313) 755-4400

N.B. THIS FIRM NO LONGER ENGAGED IN MANUFACTURING, AND
NOL INVOLVED SOLELY IN ENGINEERING AND DESIGN WORK.
THIS FIRM NO LONGER HAS ANYTHING TO OFFER IN RAIN WATER
CARRYING SYSTEMS.

5. IN WASHINGTON AREA ARRANGEMENTS BEING MADE FOR
CLAUSEN MEET WITH BUILDERS, CONTRACTORS, PLUMBERS, AND
HARDWARE DISTRIBUTORS. KISSINGER

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